### 1994 AGENCY SALES MAGAZINE INDEX OF ARTICLES

Listed Alphabetically By Subject

In keeping with MANA's efforts to provide agents and manufacturers with as much resource material as possible, previous issues of Agency Sales Magazine and copies of individual articles have been made available at minimal costs. Back issues of Agency Sales (call MANA for availability) are \$6.00 each. Copies of individual articles and/or the corresponding Research Bulletin(s) (if printed in that form) are \$2.00 each to MANA members and \$5.00 each to non-members and Agency Sales subscribers. California residents/business locations, please add 7.75% sales tax to your order. All orders must be accompanied by a check made payable to MANA in U.S. dollars drawn on a U.S. bank or an International Money Order for U.S. dollars. Ten dollar charge on all checks returned from the bank. For more information, contact MANA at (714) 859-4040.

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